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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q157-Q162):

NEW QUESTION # 157

What is the maximum number of products a sales agreement can have?

- A. 0
- B. 1
- C. 2
- **D. 3**

Answer: D

Explanation:

The maximum number of products a sales agreement can have is 1000. You can find more information about Sales Agreement limits in the Salesforce documentation, which can be found here: https://help.salesforce.com/articleView?id=sales_agreement_limits.htm&language=en_US&type=0.

NEW QUESTION # 158

Sales Management has decided that the Account Managers should be measured on a CSAT target. Which option describes the steps the Admin should take to meet this requirement?

- A. Add a picklist value 'CSAT' to the Type Field and add Target Type = Other, on the Account Target object
- B. Add a picklist value 'CSAT' to the Measure field and add Measure Type = CSAT, on the Target object
- C. Add a picklist value on the Measure Type field with Label = CSAT and add Target Type = Other, on the Account Manager object
- **D. Add a picklist value on the Measure field with Label = CSAT and add Measure Type = Other, on the Account Manager Target object**

Answer: D

Explanation:

The Account Manager Target object represents a target created by an account manager for a fiscal year, measure, and target value1. To measure the account managers on a CSAT target, the admin should add a picklist value on the Measure field with Label = CSAT and add Measure Type = Other, on the Account Manager Target object. This way, the account managers can create and assign targets for the CSAT measure to their direct reports2. The other options are incorrect because they either use the wrong object, field, or value for the CSAT target. References: Create and Assign Targets, Set Up and Configure Account Manager Targets, Discuss Salesforce Manufacturing-Cloud-Professional Exam Topic 1 Question 19, Manufacturing Cloud Developer Guide

NEW QUESTION # 159

In Tableau CRM for Manufacturing, which three user types can be selected to receive credit for an order in the Tableau CRM configuration wizard then calculating actuals against account manager targets?

- **A. Other User**
- **B. Account Owner**
- C. Custom Lookup Field for a user on Account.
- D. Opportunity Owner
- **E. Order Owner**

Answer: A,B,E

Explanation:

Explanation

These three user types can be selected to receive credit for an order in the Tableau CRM configuration wizard when calculating actuals against account manager targets. The configuration wizard guides users through the creation of an app from the Analytics for Manufacturing template and allows them to customize the data and settings for the app. One of the settings is to choose who gets credit for the orders, which determines how the actual revenue is attributed to the account managers. The user can select one of the following options:

Account Owner: This option credits all orders to the account owner's actual revenue, regardless of who owns the order. This is useful when the account owner is responsible for the overall relationship and revenue of the account.

Order Owner: This option credits all orders to the order owner's actual revenue, regardless of who owns the account. This is useful when the order owner is responsible for the individual order and revenue of the order.

Other User: This option credits all orders to a custom user's actual revenue, based on a custom lookup field for a user on the account. This is useful when there is a different user, such as a sales engineer or a partner, who is responsible for the order and revenue of the order.

References: = Create and Share an App from the Analytics for Manufacturing Template, Salesforce Authentication - Tableau, The Configuration Wizard - Salesforce Developers

NEW QUESTION # 160

Which Manufacturing Cloud function has an out-of-the-box Submit for Approval quick action?

Sales Agreements

- A. Account Based Forecasting
- B. Order Management
- C. Experience Cloud for Manufacturing
- D. Account Manager Target

Answer: C

Explanation:

Explanation

Experience Cloud for Manufacturing is a digital platform that enables manufacturers to create personalized and engaging experiences for their customers, partners, and employees. One of the features of Experience Cloud for Manufacturing is the ability to submit sales agreements for approval using a quick action. This quick action allows users to initiate an approval process for a sales agreement record from the Experience Cloud site, without having to switch to the Salesforce app¹². References:

Experience Cloud for Manufacturing

Create Automation for Submitting Positions for Approval

NEW QUESTION # 161

Which two permission sets will allow an Admin to set up Tableau CRM for Manufacturing?

- A. Manage Analytics
- B. Manufacturing Einstein Admin
- C. Einstein Analytics Plus User
- D. Manufacturing Analytics Admin
- E. Tableau CRM Plus Admin

Answer: B,D

Explanation:

To set up Tableau CRM for Manufacturing, an Admin needs to have the Manufacturing Einstein Admin permission set and the Manufacturing Analytics Admin permission set. The Manufacturing Einstein Admin permission set grants access to the Manufacturing Einstein features, such as Account Forecasting and Account Manager Targets. The Manufacturing Analytics Admin permission set grants access to the Manufacturing Analytics app and its dashboards, such as Sales Agreement Performance and Account Health¹. The other permission sets are not specific to Manufacturing Cloud and do not provide the necessary access to set up Tableau CRM for Manufacturing. Reference: 1: Set Up Users and Permissions for Manufacturing Cloud²

NEW QUESTION # 162

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